

Message Text

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ACTION ARA-10

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /018 W

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R 092005Z AUG 74

FM AMEMBASSY BUENOS AIRES

TO USDOC WASHDC

INFO SECSTATE WASHDC 7656

UNCLAS BUENOS AIRES 5962

E.O. 11652: N/A

TAGS: BEXP, ETRM, AR

SUBJECT: DEEP WATER PORT AT PUNTA MEDANOS

SPECIAL TRADE OPPORTUNITY

REF: BA-4144

1. THE SUBSECRETARIAT FOR MERCHANT MARINE RECENTLY AMENDED ITS PREVIOUS CALL FOR BIDS (SEE REFTEL) FOR THE DEEP WATER PORT PROJECT AT PUNTA MEDANOS BY ANNOUNCING THAT PREQUALIFICATION OFFERS WOULD BE ACCEPTED UP UNTIL DECEMBER 26, 1974.

2. ANOTHER IMPORTANT MODIFICATION IN THE PLANS FOR THIS BID CONTEST IS THE DECISION BY THE SUBSECRETARIAT TO EXPAND THE WORK SCOPE BEING OFFERED THE BIDDERS WHO ARE NOW BEING ASKED TO PREQUALIFY FOR THE "DETAILED" ENGINEERING WORK FOR THE PROJECT AS WELL, NOT ONLY ON SEAWARD INFRASTRUCTURE BUT ALSO ON THE FACILITIES ON THE LANDWARD SIDE; (THE PREVIOUS CALL FOR PREQUALIFICATION BID HAD INDICATED AN INTEREST BY THE GOA ONLY IN CONSTRUCTION AND EQUIPPING OF THE PORT ITSELF).

3. FINANCING HAS NOT YET BEEN SET UP ALTHOUGH THE GOVERNMENT HAS MADE SOME TENTATIVE APPROACHES TO THE WORLD BANK.

4. COMPLETION OF THE PRELIMINARY DESIGN AND ENGINEERING WORK IS NOT LIKELY PRIOR TO MID 1975 AND WILL PROBABLY

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NOT TAKE PLACE TILL THE END OF THE THIRD QUARTER OF

1975. IT IS UNLIKELY THEREFORE, THAT THE CALL FOR TENDERS ON THE PROJECT WILL TAKE PLACE BEFORE THE END OF THE YEAR. INTERESTED U.S. SUPPLIERS OF GOODS AND SERVICES SHOULD ATTEMPT TO OBTAIN LOCAL PARTNERS FOR THE ENGINEERING PHASE OF THIS VENTURE AND STRIVE TO INCORPORATE A MAXIMUM OF LOCAL CONTENT IN THE EQUIPMENT THEY OFFER.

5. THE YUGOSLAVS HAVE INDICATED A STRONG INTEREST IN THIS PROJECT, AND HAVE RECENTLY HELD CONSULTATIONS WITH RESPONSIBLE GOA OFFICIALS. IF U.S. FIRMS ARE INTERESTED IN TIS PROJECT, EMBASSY RECOMMENDS THEY INITIATE PRELIMINARY CONTACTS WITH SUBSECRETARIAT OF MERCHANT MARINE ASAP. THEIR CHANGES WILL BE IMPROVED CONSIDERABLY BY GETTING IN ON THE "GROUND FOOR".
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 09 AUG 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974BUENOS05962
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740219-0323
From: BUENOS AIRES
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740861/aaaacaaoo.tel
Line Count: 77
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: BA-4144
Review Action: RELEASED, APPROVED
Review Authority: martinjw
Review Comment: n/a
Review Content Flags:
Review Date: 05 JUN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <05 JUN 2002 by reddocgw>; APPROVED <22 JAN 2003 by martinjw>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: DEEP WATER PORT AT PUNTA MEDANOS SPECIAL TRADE OPPORTUNITY
TAGS: BEXP, AR
To: COM
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005